

GovConcepts

GACO APEX ACCELERATOR QUARTERLY INDUSTRY INSIGHTS

Ch-Ch- Changes

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You may have already seen some changes to some of the government contracting platforms you interact with. Here are a few we've seen so far:

If you have used or interacted with Bonfire for local procurement, they are now Euna Procurement. Functionally, it is the same platform and your experience with it should not be affected.

The State of PA used to only recognize two sizes of business: small and other than small. As of July 1, your company can now [self-certify](#) as "Midsize" or "Micro." The "Micro" designation is meant to narrow the pool of competition for very small businesses that may have difficulties competing with other "small" businesses while "Midsize" is meant for those companies who have outgrown their small-business peers, but are still not large enough to effectively compete with much larger companies.

Finally, if you have used the SBA's Dynamic Small Business Search (DSBS) to put your company's best foot in front of federal buyers, you may have seen that the website has been replaced by their new portal, the [Small Business Search](#) (SBS), which is intended to have the same functionality as the original DSBS site.

DLA Announces New Industry Partnership Plan

The Defense Logistics Agency recently voiced a recommitment to developing and expanding its partnership with industry. In their Industry Partnership Plan, DLA outlines the efforts they plan to implement to make their processes more effective at maintaining pace with the ever-changing needs of the modern warfighter. The intent is to improve their effectiveness through smarter use of its people, data, and relationships by improving the training DLA employees receive, working with partners to strengthen its Supplier Advocacy Network, modernizing and improving their procurement portals, more effectively allocating its resources around the globe, and work more closely with its partners and small businesses. The plan is meant to increase accountability of the agency to those who want to do business with them.

Doing Your Homework - The Importance of Market Research

Does the government buy what you sell? If so, what agencies? Who are the primes on those awarded contracts? Are there subcontracting opportunities with them? Thorough market research can tell a company where they need to focus their energy and effort.

Whether you are interested in local, state or federal contracts, there are many resources and tools available to help you strategize and your GACO office is happy to assist you.

What you can do through market research:

Search current opportunities and past contract awards to identify which agencies buy your product or service. There are a lot of agencies out there, at all levels of government, so honing in on those that show actual purchase history for what you sell is a good strategy. Don't waste your time targeting agencies that don't use your product or service.

Obtain agency contact information. You can find the agency's contact name, email address and phone number on their publicly-available sites, which you can then use to introduce your company and let them know how you can fill their needs.

Review award information to find subcontracting opportunities. The prime may have a subcontracting plan in place or need vendors to supply materials for the project. Primes often have subcontracting goals or requirements outlined in their contract, so your company may be just what they need.

Find contracts due to expire then establish a connection with the agency or department prior to the work being rebid. Sorting contracts by expiration date is great for forecasting upcoming opportunities. Introduce yourself before the current contract expires so the agency already knows who you are when the opportunity is back out for bid.

Learn whether you can offer competitive pricing on contract schedules such as GSA. Applying to be on a GSA schedule is an involved and lengthy process, so you want to make sure you can offer competitive pricing before committing your time to it.

Here are some sites where you can start your research and remember - we're glad to help you sort through the data! For federal procurement, check out fpds.gov, USAspending.gov, the [GSA eLibrary](https://GSA.eLibrary), [GSA eBuy](https://GSA.eBuy), and agency [procurement forecasts](#). For State research, try the PA [Contracts eLibrary](#) and [eMarketplace](#). If you are interested in local awards, take a look at [Allegheny County](#), [The City of Pittsburgh](#), and any other local procurement sites.

What You Missed - GACO Training Events Recap

Resources for Veteran-Owned Businesses Seminar:

Our speakers talked to veteran-owned businesses about SBA certifications, the opening of the new Veteran Business Resource Center, and how organizations like the National Veteran-Owned Business Association (NaVOBA) can help to expand opportunities, as well as importance of supporting veterans in our community.

Developing, Negotiating and Administering Compliant Partnering Agreements and Subcontracts Webinar:

In this webinar, Nicole Potroff, Equity partner at Koprince McCall Potroff LLC detailed what companies need and what they should consider when putting together teaming and subcontract agreements. [View Here.](#)

Contracting with the State: PennDOT and the Commonwealth of Pennsylvania Seminar:

The speakers at this event, hosted in Pittsburgh, helped businesses understand the steps necessary to become a contractor with PennDOT and the Commonwealth. They gave insights and strategies for getting started.

Contracting with U.S. Army Corps of Engineers Webinar:

Our speakers outlined how to get started and where to look for upcoming opportunities with their agency and the primes they often work with. Also discussed were some of the purchasing preferences of the USACE under different circumstances, including GSA, disaster, and emergency purchasing. [View Here.](#)

Products that have a tag with that phrase are becoming more valuable every day in government procurement. While requirements like the Buy American Act (BAA) are already in place for some purchases, it's also hard to miss the concerted effort at the federal level to increase the number of domestic manufacturers available to the government.

Made in America

While there is a push to onshore the production of some of these items, there is an opportunity for manufacturers already making those products to take advantage of the increased demand. Using the phrase "Made in America" as a differentiator for your products will start carrying more weight going forward, so why not use it if that applies to your company's products?

The BAA requirements for iron and steel products are different than for items not made of those materials, so be sure to look at the applicable requirements to see what you will need to comply with. If you can show that your company is able to supply "domestic end products" for government purchasing, make sure your prospective buyers know it.

Executive Orders Effect on a Termination for Convenience

The word “termination” in nearly every context is alarming. During the first months of the new Presidential Administration, a whirlwind of executive orders related to government contracts included these startling conditions with a continued intent to terminate contracts across a variety of programs and agencies for the convenience of the federal government. FAR part 49 covers general “Termination of Contracts” in government contracting.

When terminated “for convenience,” the contractor is not at fault, and the government has simply chosen to exercise its right to end the contract. That contractor, its subcontractor(s), and suppliers must immediately stop all work. However, the contractor is eligible to negotiate a settlement on certain work performed and costs incurred. On the other hand, a termination “for default” or “for cause” means the contracting officer deemed the contractor deficient or negligent in the performance of its work. In this case, the government is not liable for settlement, and the contractor may lose all or part of the contract. Many contractors are finding themselves in unfamiliar territory where a government contract has been unexpectedly terminated. Here are a few steps to consider taking to help you prepare if your company is trying to navigate a termination for convenience process.

Important Takeaways:

- 1. Understand the termination issued:** Know the legal implications, rights, responsibilities, and options for resolution (i.e., how to appeal if needed).
- 2. Promptly flow-down termination notices:** Subcontractors and suppliers should be notified upon receipt of the termination stop work order.
- 3. Submit a timely response:** Failure to submit a timely settlement proposal may negate the right to appeal and give the Contracting Officer the right to determine a fair amount to pay you without formal negotiation.
- 4. Consult an attorney:** The earlier you speak with legal counsel, the better. Reasonable legal expenses can be claimed in a settlement proposal.
- 5. Document costs to claim:** Submit a well-documented settlement proposal package. The contractor is responsible for proving entitlement to the costs being claimed, so maintaining up-to-date records helps you substantiate claims for payment.
- 6. Remain alert to new Administration actions:** Proactive engagement with trade associations and legal advisors can help you anticipate changes, develop strategies, and address emerging risks.

Knowing your rights and responsibilities, and working closely with the contracting officer, goes a long way in successfully navigating contract termination negotiations.

Upcoming Events

August

Dept. of the Navy Gold Coast Small Business Expo

San Diego Convention Center | San Diego, CA

August 18- 21, 2025

[**Register**](#)

October

Association of the United States Army Matchmaking Event

Walter E. Washington Convention Center | Washington DC

October 13-15, 2025

[**Register**](#)

November

GACO Procurement Opportunities Fair

Monroeville Convention Center | Monroeville, PA

November 13, 2025

[**Save the Date**](#)

Society for American Military Engineers Small Business Conference 2025

Phoenix Convention Center | Phoenix, AZ

November 19-21, 2025

[**Register**](#)

Suggested Govology Trainings

Understanding & Addressing Federal Contract Terminations

Understanding the Domestic Preference Statutes: The Buy American Act and Trade Agreements Act (2023 Update)

Leveraging Market Research for Government Market Opportunities

Government 2.0: How to Survive, Thrive, and Emerge From Disruption in the Federal Marketplace

(Contact GACO for the discount code.)

Further Reading

[Construction Backlog Slips From 2-Year High | Construction Dive](#)

[DLA Industry Partnership Plan](#)

[Army Launches Detachment 201: Executive Innovation Corps to Drive Tech Transformation](#)

[SBA's Small Business Dynamic Search Undergoing a Major Update](#)

[Pentagon Awards \\$5 Billion Contract to Speed Up Ship Manufacturing](#)

Pittsburgh Trivia Challenge

Q: Pittsburgh has 446 of these including three “sisters”

A: Bridges



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